

# INNOVATIVE RECYCLING MANAGEMENT SOLUTIONS



## Composting Organics Locally To Save Energy and Cost For State and Nationwide Rollouts

March 23, 2011

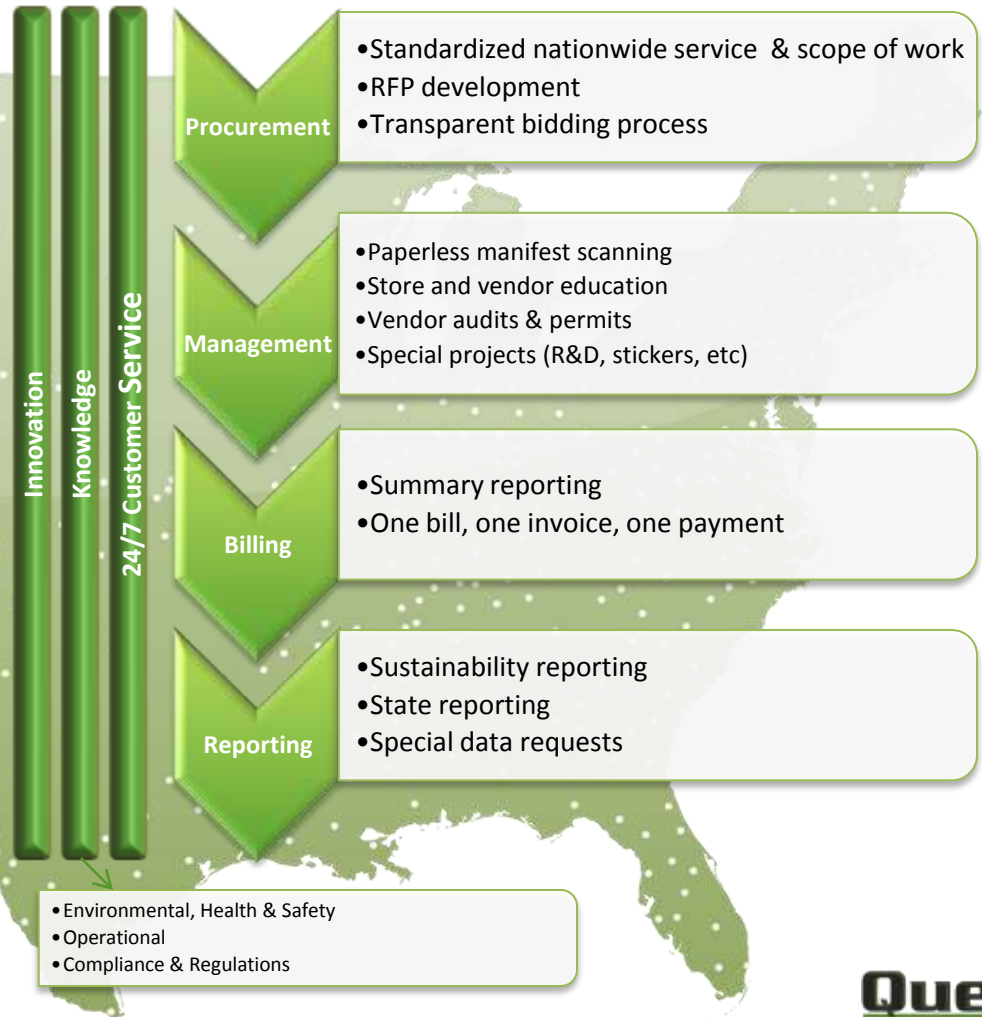
**Quest**  
RECYCLING SERVICES, LLC.

# OUR SOLUTION

Quest Recycling Services is a sustainability management company designed to consolidate our customers recycling efforts.

## Quick Facts:

- Headquarters – Frisco, TX (Dallas)
- 7500 customer locations nationwide
- Core offerings
  - Automotive Waste
  - Yellow Grease/Cooking Oil
  - Meat Rendering
  - Organics



# NATIONAL ORGANIC ROLLOUT

1. Program Overview
2. Rollout
  - Opportunities
3. Program Execution
  - National and State Statistics
  - State Infrastructure Correlation to Service Cost
4. Future Infrastructure Roadmap
  - Comparison of Technologies

# PROGRAM OVERVIEW

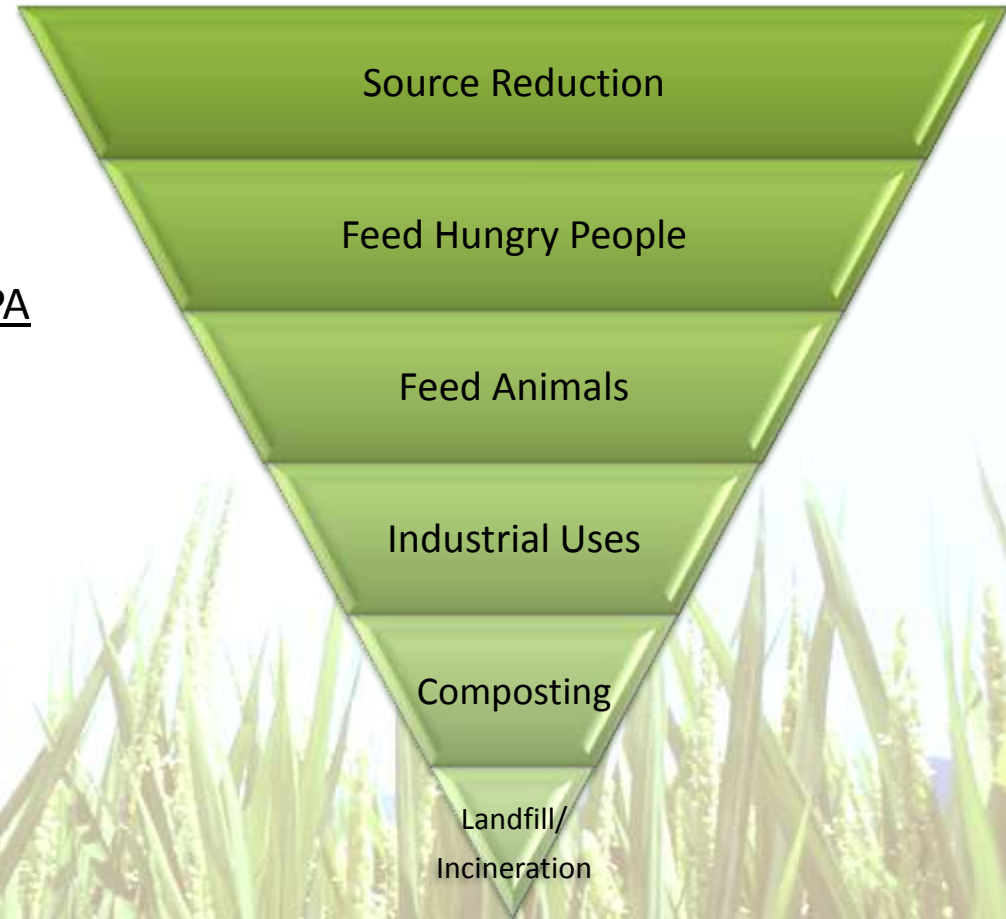
## Program Evolves Around 3-R's

- Ordering controls
- Feeding America
- Sustainable Selections Program

## Focused on the a modified EPA Food Waste Hierarchy

- 3500 plus locations
- One year implementation and rollout
- Includes the following:
  - Produce
  - Bakery
  - Deli
  - Dairy

## EPA Food Waste Hierarchy



# ROLLOUT



## QUEST 12 MONTH IMPLEMENTATION SCHEDULE

### State

CA  
WA/ID  
AZ/UT/NM/NV  
ND/SD/WY/CO/MT  
NE/KS/TX/OK  
MN/WI/IA/AR/MO/IL/  
OH/MI/IN/PA  
KY/WV/TN/GA/NC  
Remaining Northeastern States  
AL/MS/FL/LA

### Implementation Date

September 2009  
October 2009  
November 2009  
December 2009  
January 2010  
March 2010  
April 2010  
May 2010  
July 2010  
August 2010

# ROLLOUT - OPPORTUNITIES

Planning, implementation and execution of a broad geographic area has posed many opportunities from a regulatory point of view.

These opportunities are:

- Flow Control and Franchise Agreements
- Broad Variances of End User Governance
- Communication and Program Approval From All Levels of State and Local Regulatory Networks

# ROLLOUT - OPPORTUNITIES

## CHOOSING CORRECT SERVICE EQUIPMENT



**Quest**  
RECYCLING SERVICES, LLC.

# ROLLOUT - OPPORTUNITIES

## CHOOSING CORRECT SERVICE EQUIPMENT



# ROLLOUT - OPPORTUNITIES

## NATURE AND STORE EXECUTION

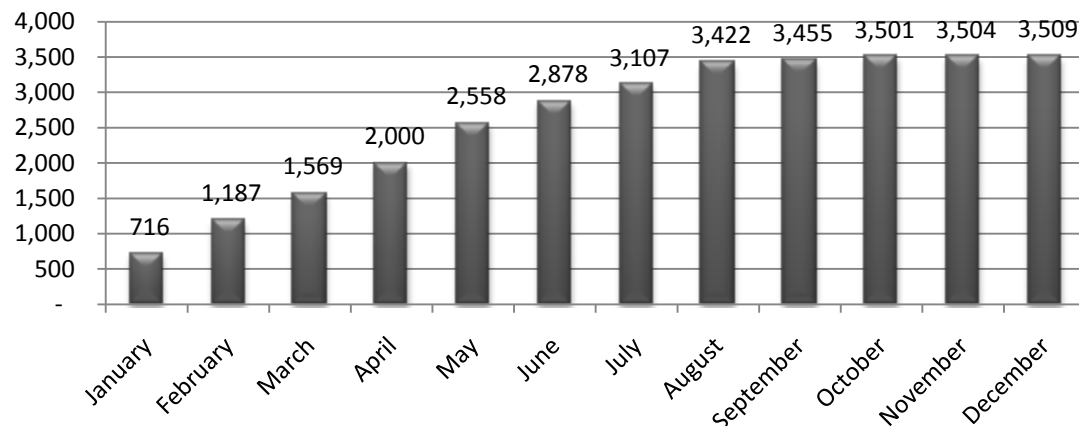


# PROJECT EXECUTION – STATISTICS

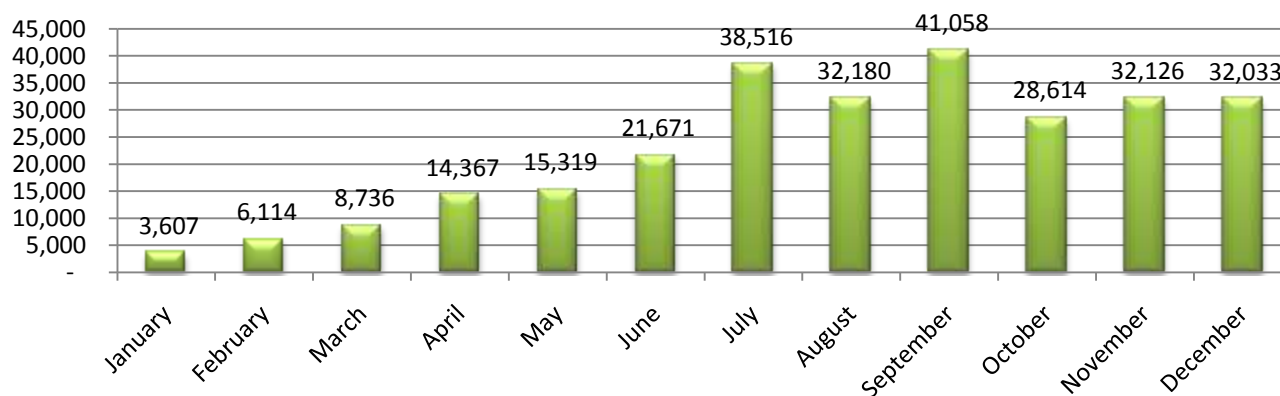
## National

The organic program rolled out across the US throughout 2010 with completion in October.

Number of Sites  
By Month



Monthly Organics Volumes  
2010  
In Tons

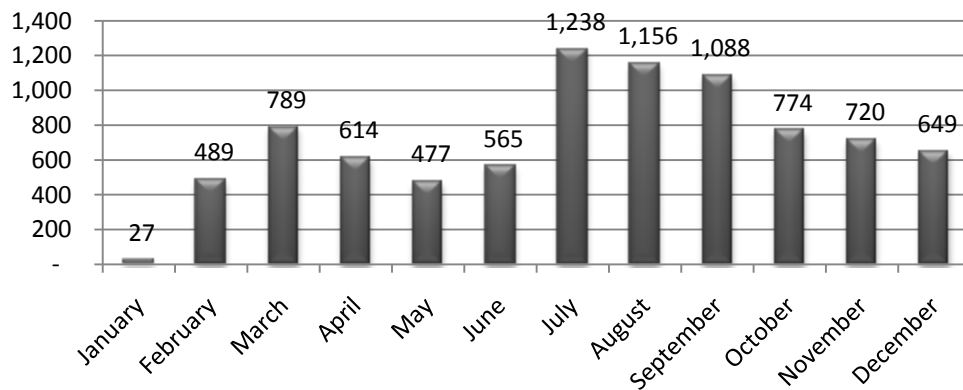


# PROJECT EXECUTION – STATISTICS

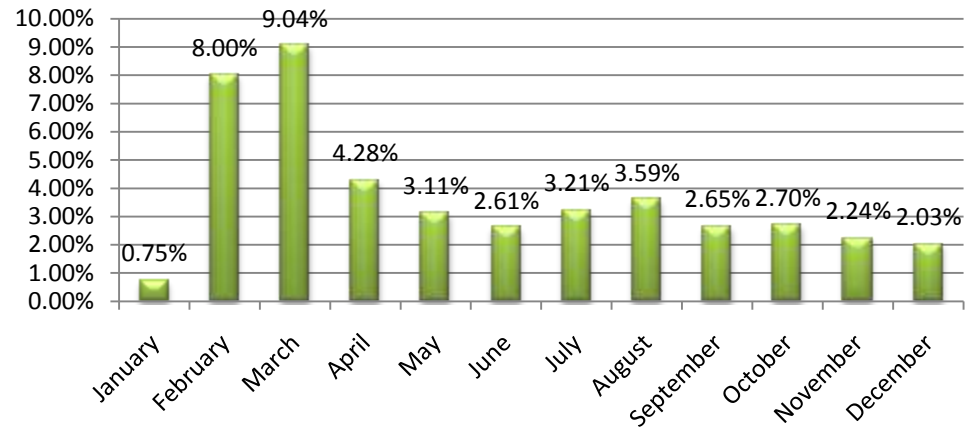
## Kansas

A total of 63 stores participated in the organic program in Kansas with the rollout complete in February of 2010. Kansas represented 1.8% of the total locations across the nation.

**Monthly Organics Volumes  
2010  
In Tons**



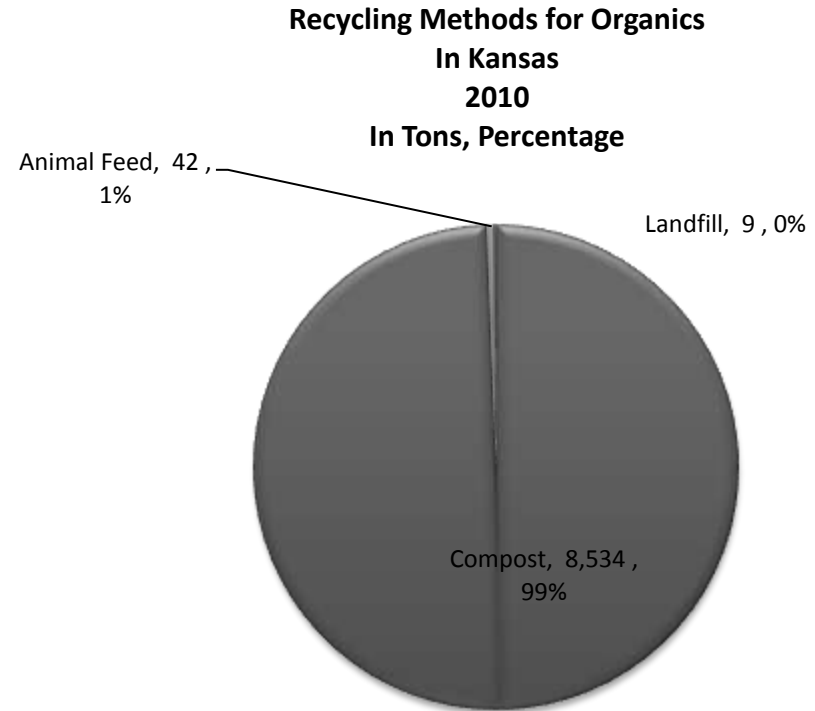
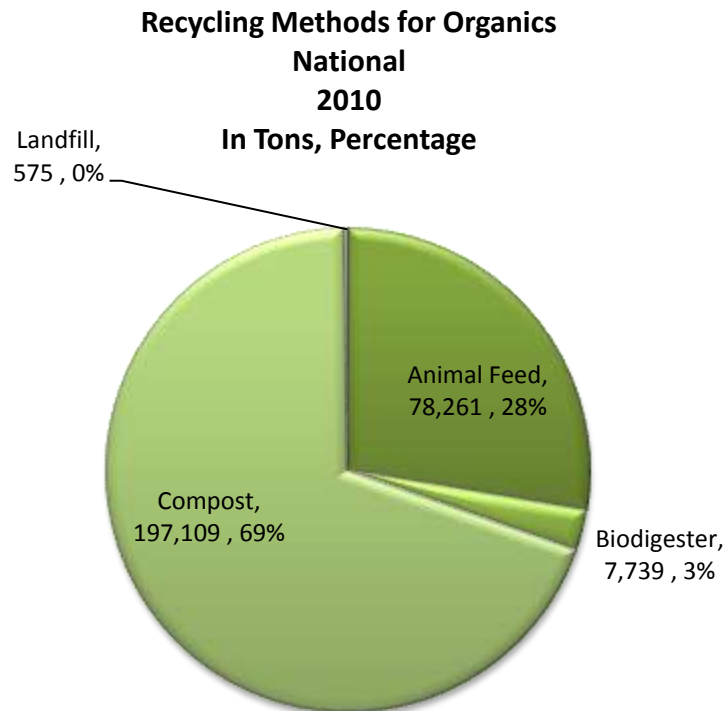
**Kansas Volume  
as a Percentage of National Volume**



# PROJECT EXECUTION – STATISTICS

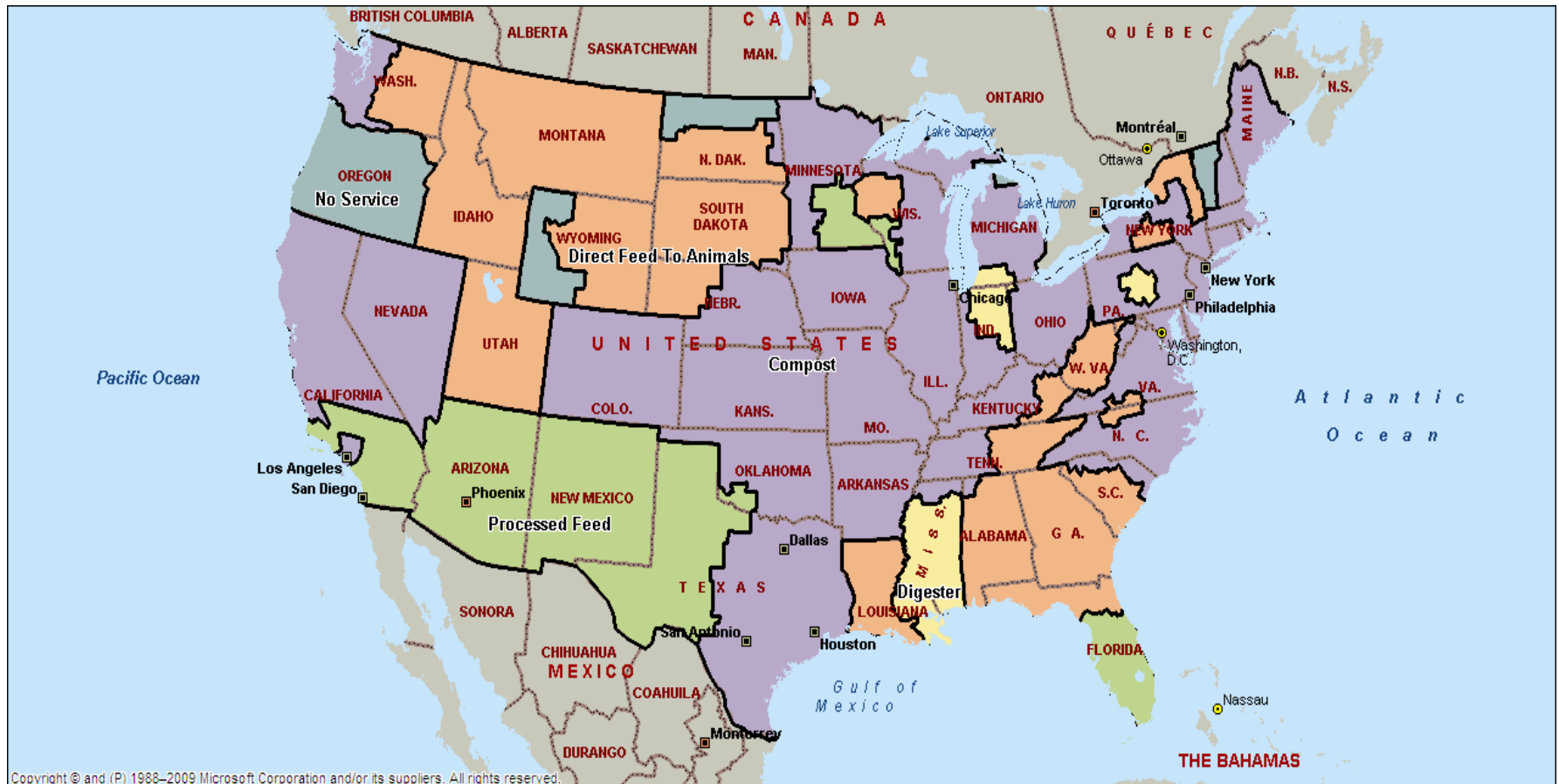
## Sustainability

The majority of material in Kansas is converted into nutrient rich compost.



# MOVING FORWARD

## CURRENT US USAGE MAP



# STATEWIDE COMPOST CARBON FOOTPRINT (TRANSPORTATION)



Kansas: 3.22 Gal/Service



Arkansas: 2.9 Gal/Service



Ohio: 1.2 Gal/Service

# TECHNOLOGIES EMERGING

## Technologies

## Pros and Cons

- |                        |   |
|------------------------|---|
| ➤ Anaerobic Digesters  | Energy / Compost / Exact Chemistry / Economic Trifecta          |
| ➤ Compost              | Low Entry Barrier / Needed Commodity / Permitting               |
| ➤ Direct Feed          | High Demand / Low Cost / High Liability Concerns / Consistency  |
| ➤ Biofuel/Compost      | Higher Value Revenue / Tax Credits / Patents / Set-up Costs     |
| ➤ Fermentation To Feed | Low Cost Set-up / High Demand / Regulatory / Liability Concerns |
| ➤ Processed Feed       | High Demand / Strong Revenue / Permits / High Set-up Costs      |

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## QUESTIONS ????

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